

Message Text

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ORIGIN COME-00

INFO OCT-01 EUR-12 ISO-00 EB-07 PM-04 CIAE-00 INR-07

NSAE-00 DODE-00 TRSE-00 /031 R

DRAFTED BY COM/BIC/OED/SIPS/S.S.LEON

APPROVED BY EB/OCA/CM/BEBYRON

COM/BIC/OED/SIPS/S.S.LEON

COM/BIC/OED/OBOD/R.E.COHEN

STATE/EUR/RPM/E.REHFELD (INFO)

DOD/OSD/ISA/J.MILLER (INFO)

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P 031320Z OCT 75

FM SECSTATE WASHDC

TO USMISSION NATO PRIORITY

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E.O. 11652: NA

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TAGS: BEXP, BE

SUBJECT: PRODUCT OPPORTUNITY - NICS TARE CONTRACT AWARD

REF: NATO 4524, 4446

1. COMMERCE HAS JUST RECEIVED FOLLOWING FROM BURROUGHS
RELATIVE TO THEIR PROTEST LETTER OF 21 AUG. 1975:

QUOTE BURROUGHS HAS NOT YET RECEIVED ANSWERS TO THE FOLLOW-
ING ISSUES WHICH ARE MORE FULLY DETAILED IN THE REFERENCE
LETTER.

(1) COMPLIANCY STATUS OF ALL THREE BID PACKAGES CONCERNING
THE PERFORMANCE OF THE TECHNICAL REQUIREMENT SPECIFIED IN
PARA. 3.2(C)7 ON PAGE II-3-2-4 OF REFERENCE 2. ENCLOSURE
(A) OF OUR LETTER PROVIDES DETAILS.

(2) COMPLIANCY STATUS OF ALL THREE BID PACKAGES CONCERNING
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COMMITMENT TO TOTAL COMPLIANCE WITH CERTAIN OF THE TERMS

AND CONDITIONS CONTAINED IN REFERENCE (2). ENCLOSURE (B)
OF BURROUGHS 21 AUGUST 1975 PROTEST LETTER PROVIDES A
SPECIFIC EXAMPLE.

(3) NICSMA'S RESPONSE ON THE COMPLIANCE OF ALL BID PACKAGES
WITH REGARD TO IFB REQUIREMENT THAT NO SERVICE ACTION IS

ALLOWED FOR INCOMING MESSAGES IN PROCESS DURING SYSTEM
CONFIGURATION. (SEE PAGE 3 OF OUR 21 AUGUST 1975 LETTER.)

(4) NICSMA'S RESPONSE ON THE COMPLIANCE OF ALL BID
PACKAGES ON THE POTENTIAL FOR BROAD DISPARITY IN PRICE AND
SCHEDULE BECAUSE THE IFB CONTAINED NO UNIFORM, STANDARD
DEFINITION OF CONTRACT DATA. (PAGES 3 AND 4 OF OUR 21
AUGUST LETTER AMPLIFIES.)

LETTER OF 5 SEPTEMBER 1975 FROM H. BUCHS IS NOT ACCEPTABLE
TO BURROUGHS FOR REASONS DISCUSSED DURING OUR 29/30 SEP-
TEMBER TELECONS (MARGIN-LEON) AND IN MY LETTER TO YOU
(LEON) DATED 25 SEPTEMBER 1975. YOUR RESPONSE TO THE
ABOVE IS URGENTLY NEEDED. UNQUOTE.

2. WHILE IT IS REALIZED FROM REFERENCE TELEGRAMS THAT
MISSION CONSIDERS BURROUGHS DOES NOT HAVE A CASE UNLESS
ENTIRE ISSUE IS REOPENED, IT WOULD BE MOST HELPFUL IN
PREPARING RESPONSE IF INDIVIDUAL POINTS OF QUOTED FORE-
GOING COULD BE COVERED IN MISSION RESPONSE. IT IS REALIZED
THAT BURROUGHS EXPENDED IN THE ORDER OF 700,000 DOLLARS IN
PREPARATION OF PROPOSAL AND PRESSURE IS ON THEIR PAOLI
GROUP TO EXPLAIN WHY THEY DID NOT WIN. BELIEVE IF THESE
POINTS CAN BE RESPONDED TO WE CAN CLOSE THIS ISSUE. KISSINGER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 03 OCT 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: ShawDG
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975STATE235783
Document Source: CORE
Document Unique ID: 00
Drafter: BIC/OED/SIPS/S.S.LEON
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750343-1172
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19751087/aaaaczuk.tel
Line Count: 92
Locator: TEXT ON-LINE, ON MICROFILM
Office: ORIGIN COME
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: ShawDG
Review Comment: n/a
Review Content Flags:
Review Date: 23 APR 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <23 APR 2003 by KelleyW0>; APPROVED <24 DEC 2003 by ShawDG>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
06 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: PRODUCT OPPORTUNITY - NICS TARE CONTRACT AWARD
TAGS: BEXP, BE
To: NATO BRUSSELS
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006